



**WASHINGTON
BEER & WINE
WHOLESALE ASSOCIATION**

PHILLIP H. WAYT
Executive Director

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November 10, 1998

Nate Ford, Chairman
Washington State Liquor Control Board
PO Box 43076
Olympia, WA 98504-3076

Dear Nate:

As I mentioned to all three Liquor Board members recently in Seattle, at our association's recently completed annual meeting in Spokane, WBWWA voted to recommend that the Board's Internet price posting procedure be amended to allow additional limited access.

There are two specific limited changes we would like to see. We believe both changes will facilitate the posting process for both wholesalers and Liquor Board staff.

First, we suggest that licensed wholesalers have limited access on the Internet to view the price postings of their competitors. In many cases this will eliminate the need for wholesalers to travel to Olympia to view postings of competitors or hire a service in Olympia for this purpose. Also, this will ease traffic in the MIW office and perhaps eliminate the need for scheduling appointments to use the Board's computer terminals and equipment.

Additionally, we urge the Board to adjust the current process to allow wholesalers limited access to their respective supplier's postings. I have discussed this potential change with Randy Reynolds and Heidi Whisman of MIW and both support the concept.

Currently, especially with respect to wine postings, there are many opportunities for error in the posting process. We believe most errors occur when wineries post an item incorrectly or without label approval, etc. Thereafter, when a wholesaler tries to post and receives an error message, the only thing they can do now is call the Board in Olympia and ask for assistance. With this proposed change, it would be very easy for the wholesaler to look at their supplier's posting and find the cause of the error message. Then the wholesaler could call their supplier to have the problem corrected.

Obviously, with both proposed changes mentioned above, licensed wholesalers would only have limited access to "view" and not change, postings of either their suppliers or their competitors.

**PLAINTIFF'S
EXHIBIT**

CASE
NO. **CV04-0360P**

EXHIBIT
NO. **158**

WBW-007861

EXHIBIT NO. 259 Date: 8/1/05
Deposition Of Phillip Wayt WBW-UU/861
CONNIE CHURCH, Court Reporter

Nate Ford
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Thank you in advance for your consideration of this request. I will be happy to provide additional information if needed and I stand ready to help MIW facilitate the changes if they are so directed.

Sincerely,



Phillip H. Wayt

cc: Board Member Charlie Brydon
Board Member Jesse Farias
Director Dave Goyette
Agent Randy Reynolds, MIW
Administrative Assistant Heidi Whisman, MIW

WBW-007862

WBVV-007862